

PGP  
BL  
04

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भारतीय प्रबंध संस्थान कोषिकोड  
Indian Institute  
of Management  
Kozhikode

*Globalizing Indian Thought*

Post-Graduate Programme in  
Business Leadership

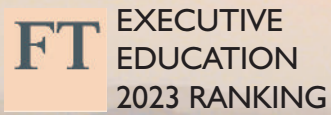
One-year MBA  
Full Time Residential Programme

Placements Brochure



Year 2023

#3



#72

Open - Enrolment Among all Business Schools Globally



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# Vision

Indian Institute of Management Kozhikode

globalizing indian thought

by Inculcating

Authenticity • ഭാഗ്യം | Sustainability • നിയോഗം | Fulfillment • പൂർണ്ണത

## About IIMK

IIM Kozhikode is one of the premier management schools established by the Government of India, dedicatedly devoted to nurturing future business leaders in teaching, learning, consulting, research, and innovation. Founded in 1996, as the 5th IIM of the country, the growth story of IIM Kozhikode is not just about the numbers, but also about some remarkably innovative initiatives that have set the benchmark for other institutions in the country. The Institute is currently on a high growth trajectory, offering the widest range of academic programmes in the field of management education and has consistently brought notable innovations to programme design and delivery. Many such innovations were emulated by others, and IIM Kozhikode takes pride in being a change agent that transformed the higher education space in India. The Institute has achieved such success only through academic rigor, research focus, and education excellence making brand IIM Kozhikode a household name in India. The picturesque, oxy-rich campus nestled in on two hillocks in the Kunnamangalam Area of the ancient city of Calicut in Kerala is also home to the first museum dedicated to Indian Business (established in 2013) in the country.



# Director's Message



A warm welcome to the Indian Institute of Management Kozhikode. Today, we introduce the new batch of the Post Graduate Program in Business Leadership (PGPBL). This cohort brings diverse experiences, making them the agents of change we need in these challenging times.

IIM Kozhikode, ranked among top 3 institutions of India in the coveted NIRF India Rankings 2023: Management, released by the Ministry of Education, stands as a testament to our commitment to excellence. This recognition further reinforces our position as a leading institution in management education.

The PGPBL batch possesses a range of expertise from various industries. This diversity will enrich our institution and help us face the complexities of the business world. As Director, I see the potential for change in each student.

IIM Kozhikode is a platform for transformation. Our rigorous academic curriculum, renowned faculty, and diverse campus foster a spirit of inclusivity and lifelong learning. Seize every opportunity, challenge conventional wisdom, and make a positive impact on the world.

Congratulations to all of you for joining this prestigious institution. Your journey at IIM Kozhikode will equip you with the knowledge, skills, and network for success in the dynamic business landscape. Together, let us embrace change and create a prosperous, sustainable, and inclusive future.

Thank you, and I wish you a remarkable journey ahead.

**Prof. Debashis Chatterjee**  
Director, IIM Kozhikode

# Placement Chairperson's Message



It gives me immense pleasure to welcome you all to the God's Own Kampus, Indian Institute of Management Kozhikode. IIM Kozhikode has ranked NIRF Rank 3 among the top management schools in India, and this would not have been possible without the continued support and trust of our esteemed recruiters. I would like to extend my heartfelt gratitude to all our recruiters

who have invested their valuable time and effort in choosing talent from our institute and shaping their careers through meaningful roles and opportunities.

IIM Kozhikode has a diverse demographic profile comprising students from twenty-four states and an impressive proportion of women students in this year's student profile. Owing to the richness in our demographic profile of the students, we are glad to inform you that IIM Kozhikode has ranked NIRF Rank 1 in Outreach and Inclusivity. The institute has three two-year postgraduate programmes – the Post Graduate Programme, Post Graduate Programme in Liberal Studies & Management and Post Graduate Programme in Finance (PGP Finance). The PGP-BL is our full-time, residential, 1-year MBA programme for young, experienced executives. This new premium programme is backed by IIMK's full resources and ranks in top priority, alongside our traditional PGP programmes in all respects.

In the PGP-BL, IIMK has re-imagined the MBA, innovating several design aspects – from selection to programme delivery – to bring you exemplary, industry-ready talent. Some stand-out characteristics of IIMK's PGP-BL are:

A fine blend of youth, experience, and diversity. Typically, 3 to 7 years' prior work experience; average 5.2 years. Representation of various industries and domains such as IT, Analytics, Consulting, Marketing, BFSI, Logistics / Shipping etc.

With multifarious core and elective courses and participant-centered learning, our esteemed faculty equips our students with the competencies to develop into the leaders of the future. Our students work on multiple assignments, case study competitions and live projects to hone their skills further and solve real-life management problems in the world. Our students are abreast with the changing requirements of the industry and our have bagged jobs in emerging domains in multiple domestic and international companies. We would like to welcome you all once again to our campus for this year's placement processes. It will be our honour to invite you to our institute with a passion to develop a lasting and fulfilling partnership.

**Prof. Prantika Ray**  
Chairperson – Placements  
IIM Kozhikode

# Batch Profile

## Class of 2023-24

Batch Size

61

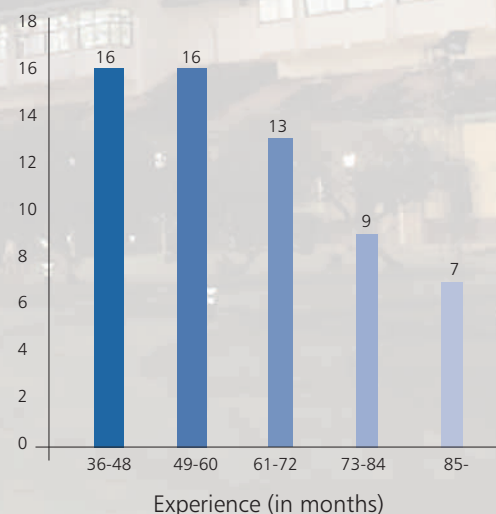
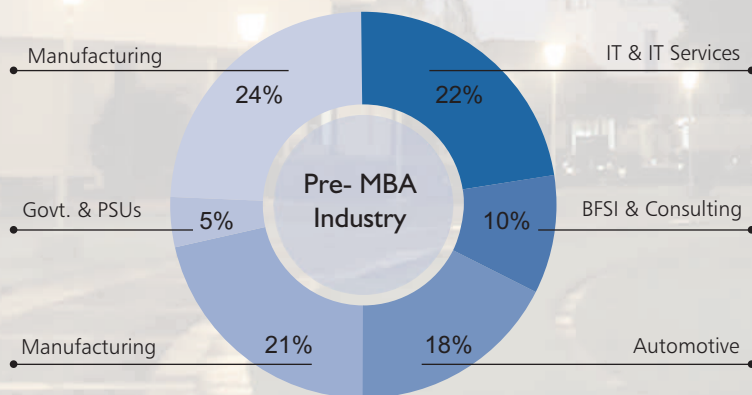
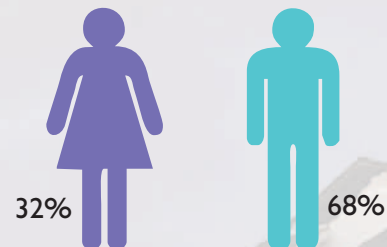
Avg. Experience

5.2

Average Age

28

Gender Diversity



### Some previous employers of current batch



# Course Structure

## Core Courses

### Term-I

Essentials of Financial Accounting, Analysis and Costing

Organization and Market Economics

Data Analysis and Modeling

Managing People and Performance in Organizations

Communication for Transformation

Marketing Management

Foundations of Business

### Term - II

Corporate Finance

Operations & Supply Chain Management

Business, Public Policy and Law

Macro Economics: Policies, Institutions and Market

Human Resources Management

Communication for Transformation -II

### Term - III

Strategic Management

Digital Business Strategy and Transformation

Electives

Industry Study - I

### Term - IV

Electives

Industry Study - II

### Term - V

Negotiation Skills

Entrepreneurship & Innovation

Integrative Business Simulation

Business Leadership and Corporate Accountability

Venturing Lab

## Electives

### Term -III

Managing Business Markets

Product Analytics

Consumer Behaviour

Sales and Distribution Management

Cross Cultural Communication

Workplace wellbeing through Karma Yoga

Operations Strategy

Project Management

Leading Self and Organizations

Cyber Forensics

Economic Growth

Corporate Valuation

Mergers Acquisitions & Corporate Restructuring (MACR)

### Term IV

Integrated Marketing Communication

Marketing of Services

Crises, Conflict, and Communication

Narratives of Wisdom

Data Analytics using R

Lean Six Sigma

Digital Operations & SCM Transformation

Healthcare Analytics

Supply Chain Analytics

Joy

Economics of Strategy

Strategic Implementation

Investment Strategies

Equity Research

Financial Statement Analysis

# Alumni Quotes

Embarking on an MBA journey was transformative with IIM Kozhikode PGPBL. Diving into a dynamic curriculum alongside a diverse cohort enriched my experience, fostering insightful discussions. Expert faculty guided us through real-world projects, while the program's support and networking equipped me with a distinct skill set. This MBA experience was truly exceptional and has expanded my horizons.

**Salvina Carvalho**  
PGP-BL 02  
Strategy Consultant  
IBM



The Post Graduate Program in Business Leadership (PGPBL) at IIMK has been the catalyst of my success, providing a transformative education and shaping my post MBA career.

The program's academic rigor, coupled with experiential learning, honed my skills and equipped me to excel in the dynamic corporate world.

IIMK's vibrant campus life, diverse student community, and strong alumni network fostered lifelong friendships and valuable connections which are the biggest takeaways from my MBA.

I am grateful for the institute's emphasis on ethics, sustainability, and social impact, which instilled in me a sense of responsibility and purpose.

As an alum of PGPBL at IIMK, I am proud to be part of an illustrious legacy, and I cherish the memories and values that continue to guide me in my professional journey.

**Anur Dixit**  
PGP-BL 01  
Chief-Manager  
Strategy and Projects Reliance Retail



BL Program helped me to implement the concept of Satyam, Nityam and Purnam in its entirety to my life. I learned by sharing my true experiences with the cohort to understand how to handle situations better, I developed sustainable road map for my future with the life transforming learnings from the eminent faculties of IIM K, I feel complete after the program to combat and face new challenges of life ahead.

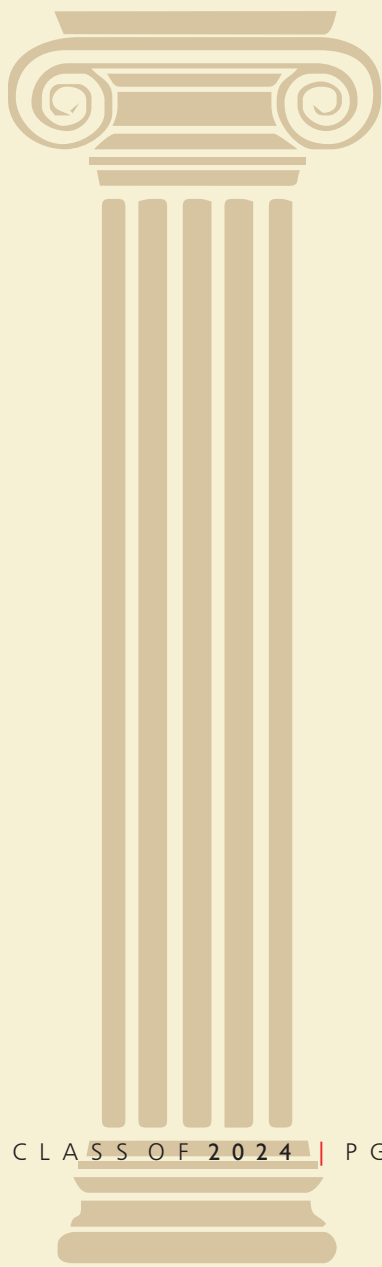
In totality the program has helped me reshape my career and mould it as per the current industry requirement.

**Sachin Ahuja**  
PGP-BL 03  
Assistant General Manager  
Maruti Suzuki





# Leadership Talks



The Leadership Talks at IIM-K focus on real-world challenges through interactive sessions and thought-provoking discussions, preparing students to tackle complex issues in the future. In addition to creating a culture of innovation and excellence, the Leadership Talks series offers students a unique opportunity to gain valuable insights from renowned industry leaders.

Students at IIMK have the opportunity to hear from wide spectrum of Business leaders and renowned speakers right from start-ups to well established organizations.

Topics discussed include Leadership, Navigating Career Transitions, New Mobility, and Digital Disruption.

- **Mr. Ashok Ramachandran**, CEO & President, Schindler India
- **Ms. Mahafid Billimoria**, GM and Head, TAS
- **Mr. Nitin Seth**, CEO - New Mobility, Reliance Industries
- **Ms. Padmaja Alaganandan**, Chief People's Officer, PwC India
- **Mr. V. Jaigopal**, Managing Director, Coats India
- **Mr. Sandeep Singh**, Managing Director, Tata Hitachi Construction Machinery Company Private Limited
- **Mr. Murali Gopalan**, CEO & **Mr. Jake Jacob**, GIS Head, UL Technology Solutions
- **Ms. Mrinalika Bhanjdeo**, Owner and Managing Director - The Belgadia Palace
- **Mr. Praveen Vijayanarayanan**, Vice President Client Services, Virtusa
- **Mr. Praveen Kamath Kumbla**, General Manager, HR, Wipro
- **Mr. Amit Kirti**, Partner, EY GDS Strategy and Transactions
- **Mr. Feroz Kudrolli**, Executive Director, EY GDS Strategy and Transactions
- **Ms. Ankita Satpathy**, Vice President, Info Edge Ventures

## Workshops

Industry Deep dive  
Advanced Spreadsheet Modelling  
Visual Analytics using Tableau  
Making Impactful Presentations  
Seventh Sense  
Career Transitions  
Venture Capital



## Live Projects

IIMK LIVE - Laboratory for Innovation, Venturing and Entrepreneurship is a business incubator and entrepreneurship development centre at IIM Kozhikode. It provides a platform for students of the PGP-BL program to transform innovative ideas into business ventures that have a significant economic and social impact. The incubator has contributed to many ideas and research works through its on-campus activities.

Students of PGP-BL also get a hands-on experience in tackling business problem faced by organization through Live Project module. The module is designed in such a way that a student partners with an organization that will facilitate them on working on live-in course or across the term project in various domains including but not limited to Finance, Strategy, Marketing, Sales, Consulting etc.

## BL Conclave

The BL Conclave is the flagship Business and Management Fest conducted by PGP - Business Leadership program at IIM Kozhikode. The event encourages interactions between Industry Experts and young professionals to foster leadership, innovation, and creativity. Varied events form a part of this eclectic program, including leadership talks, case study competitions, workshops, poker nights, and simulations spanning various industries. The event spans for two days centering on learning, interactions, and real-life simulations paving the way for a promising India of tomorrow by shaping our young potential business leaders.

## International Immersion

The international immersion module for PGP-BL is designed to broaden students' knowledge about various aspects of managing businesses in a multi cultural environment, especially in a rapidly changing global environment. As a part of the curriculum, students of PGP-BL visit SDA Bocconi-Business School in Italy, a premier European Business School for a 2-week global immersion. The students are exposed to a definitive international experience that involves both academic instructions as well as experiential and cross-cultural learning, including visits and interactions with key local businesses. The academic component would involve an assessment module that maps the overall course credits, and the subject of instruction is chosen with the specialty of the country.



# Clubs



## Creativity Circle

Creativity Circle at IIMK aims to foster cultural diversity, creativity, and inclusivity among PGPBL students. Through events that stimulate out-of-the-box thinking and showcase talent, the circle aims to create a sense of togetherness and respect for different cultures. Their mission includes organizing activities and events to promote creative thinking and cultural diversity among students.



## Infrastructure and Facilities Circle

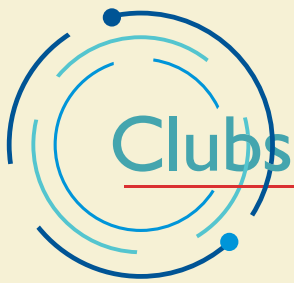
Infrastructure and Facilities Circle aims to ensure comfortable and sustainable campus living. Bridging administration and students, their mission is to address day-to-day issues and enhance the learning experience



## Insights Circle

Insights Circle aims to provide valuable content through Podshots, The Gurukul Show, and BL Talks, charging listeners with inspiration and knowledge. By diving into the minds of successful individuals from various fields, they extract valuable insights for persal growth. The mission is to foster inquisitiveness and constructive discussions among young business leaders, developing their multidimensional abilities and staying informed about global affairs.





### **Merchandising & Design Circle**

Merchandising & Design Circle envisions creating customized merchandise that embodies memories, pride, and enthusiasm, fostering lifelong connections. Their mission is to craft merchandise that sparks nostalgia and accompanies the Kampus journey, handling design and logistics for personalized apparel, accessories, and more.

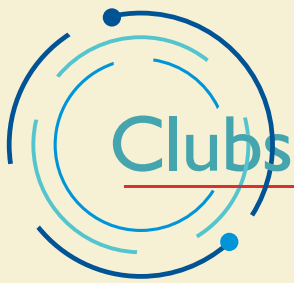


**Social Media Circle** serves as a window to showcase PGP-BL student life, sharing important updates on LinkedIn, Facebook, Twitter, Instagram, YouTube, PaGaLGuy, etc. Their mission is to connect PGP-BL with the professional world, providing glimpses into student experiences and promoting events organized by other circles. They act as a liaison, collaborating on pre-event promotions and post-event releases for effective communication.



**The Sports and Wellness Circle** at PGP-BL embraces the importance of work-life balance, aiming to foster the sportsman spirit. Their flagship event, BL Premier League, promotes a fun and competitive environment throughout the program. The circle's mission is to organize on-campus tournaments, wellness activities, and provide joy to the cohort's lives through enhanced experiences.





**Core Business Circle** strives to apply strategic and operational excellence in key domains like manufacturing, environment, construction, and FMCG. Their mission is to address the challenges and significance of operational excellence in resource-rich countries like India, emphasizing the importance of gender diversity in the industry. Through activities and leadership talks, the circle promotes innovative thinking and problem-solving with a unique perspective.



**The Contemporary Business Circle** aims to serve as a catalyst, empowering students in their journey to becoming future modern business leaders, by familiarizing them with the dynamic landscape of disruptive technologies. With a mission to equip business enthusiasts with advances and breakthroughs of businesses powered by new-age technology, such as e-commerce, Ed-tech, Fin-tech, and sports analytics. Through awareness of trends and growth strategies, the circle facilitates understanding of the nuances and drivers behind new-age businesses.



**The Conscious Business Circle** focuses on empowering future leaders to make decisions that prioritize the planet, people, and profit. Their mission is to raise environmental and social awareness among IIM-K students, enabling them to make informed and conscious business decisions. By instilling the concept of sustainability, the circle aims to foster socially and environmentally responsible business leaders, driving positive change from within the institution.



# Roles Offered in the Past

AVP

Project Leader

Cloud Consultant Lead

Associate Lead Consultant

Lead Management Consultant

Associate Engagement Manager

Analyst

Client Success Lead

Sales Manager

Program Manager

Project Manager

Associate Manager

Lead Business Analyst

Assistant Manager

Associate Client Solution Partner

Senior Manager

Consultant

Product Manager

Delivery Master





## Students Profile

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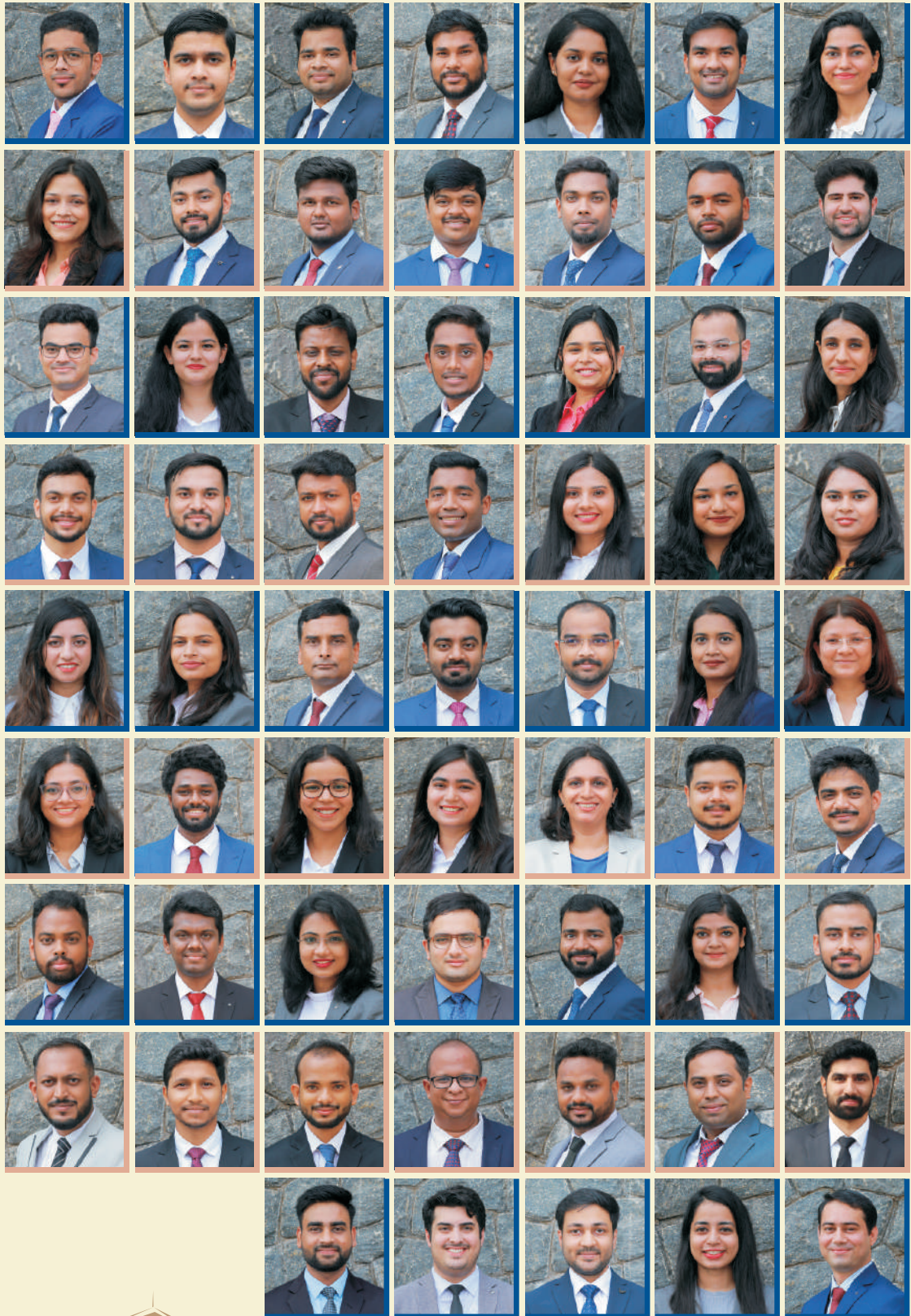
# PGP BL

## CLASS OF 2024



# PGP BL - 04

# Students Profile



**Aayush Khera****Previous Employer:** Maruti Suzuki India Limited**Role:** Deputy Manager (Research and Development)**Industry:** Automotive | Mobility**Years of Experience:** 4.8 years

PMP & Six-Sigma certified professional with a proven track record in Automotive R&D Project Management, specializing in strategy, new product development, and operations. Recognized for spearheading innovative electric vehicle initiatives, driving operational excellence, fostering cross-functional collaboration, and utilizing data-driven decision-making skills, all while navigating complex business landscapes.

**Abu Huraira****Previous Employer:** Larsen & Turbo Limited**Role:** Senior Engineer (International Projects)**Industry:** Energy & Construction | Services**Years of Experience:** 4.6 years

A certified PMP® and Lean Six Sigma professional with cross-functional experience in managing large EPC projects for a top Fortune Global 500 client in the Middle East, with a proven track record of leading project teams and earning accolades for handling project controls and contract activities. Adept at Project Management, Contract Management, and Stakeholder Management.

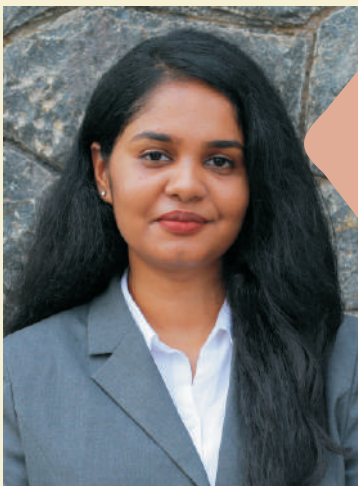
**Ameya Agrawal****Previous Employer:** MGSS (NGO) | Accenture**Role:** CEO | Application Development Analyst**Industry:** Social Impact | IT**Years of Experience:** 6.4 years

A dynamic and agile leader with demonstrated success in corporate and social sectors. Skilled in program management, adept at uniting cross-organizational stakeholders for common goals. Experienced in collaborating with Government bodies and Bureaucrats. Catalyzed transformative growth for the organization, impacting 100,000+ individuals and earning two National Awards from India's President.



**Anil Kumar****Previous Employer:** Vaco Binary (consultant to Google) | Meesho**Role:** Program Manager**Industry:** E-Commerce**Years of Experience:** 9 years

Passionate problem solver and AI Practitioner with 9 years of diverse experience in Business Development, Entrepreneurship, Business strategy, Project Management and Product/Category Management. Expertise in business expansion in new geographies and building high performance teams. Developed and managed multiple products/category in E-commerce and consulting domain generating 100cr+ yearly revenue.

**Anju Vijay K V****Previous Employer:** TCS | Deloitte USI**Role:** Scrum Master, Solution Delivery Associate**Industry:** IT & ITeS | Forensics and Regulatory Compliance**Years of Experience:** 4.6 years

Experienced Product Owner and Scrum Master, adept in guiding cross-functional teams within the Scaled Agile Framework, responding to evolving project requirements and ensuring seamless agile workflows. Demonstrated success in understanding market needs, translating visions into user stories, prioritizing features for optimal customer impact, and maintaining a dynamic product roadmap aligned with business objectives. Industry experience in BFSI, Digital Forensics, and Healthcare and life-sciences.

**Antony Roam Simenthy****Previous Employer:** Royal Enfield | ICSR IIT Madras**Role:** Assistant Manager (Product Development)**Industry:** Automotive & Mobility | Consultancy Research**Years of Experience:** 7 years

Accomplished Product development professional with strong research background and experience in various stages of product development cycle. Involved in leading various Automation Projects for product simulation. Garnered recognition for impactful contributions through the publication of research papers and the distinction of receiving best paper awards.



**Anushka Singh****Previous Employer:** Siemens Ltd.**Role:** Senior Executive - Bids & Sales**Industry:** Mobility | Energy**Years of Experience:** 3.5 years

Seasoned Sales and Business Management Professional with a history of working in the Energy Management and Mobility Industry. Proficient at Key Accounts and Product Portfolio Management and fluent with techno-commercial, contractual and legal aspects of bid management and project planning. Exhibits critical and structured problem analysis and negotiation.

**Apoorva Chaturvedi****Previous Employer:** LTIMindtree Ltd.**Role:** Senior Executive - Revenue Assurance & Digital Transformation**Industry:** IT & ITeS**Years of Experience:** 6 years

Chartered Accountant with extensive experience in the IT services industry, specializing in Revenue Assurance, Digital Transformation, and IT Consulting. Bringing a global perspective from collaborating with international clients, proficient in revenue accounting, adept at cross-functional stakeholder engagement, and driving successful process transformation initiatives.

**Ashutosh Ranjan****Previous Employer:** Cognex | Keyence**Role:** Sales Consultant (LSE)**Industry:** Automation | Logistics & Warehousing**Years of Experience:** 5.7 years

Consulting professional adept at advising on AI-based industrial automation solutions. Proficient in assessing client processes, devising implementation strategies, and crafting comprehensive business plans for revenue optimization. Delivered intricate automation projects across multiple industries, showcasing skills in account management and effective problem-solving.



**Kistammagari B Sankeerthan Reddy**

Previous Employer: RUKY Projects Pvt. Ltd. | Megha Engineering and Infrastructure Pvt. Ltd.

Role: Structural Engineer

Industry: Infrastructure | Consulting

Years of Experience: 5.6 years

Licensed engineer and accomplished project coordinator with a strong entrepreneurial background. Experienced in designing and assisting the construction of over 100 buildings, coordinating large-scale infrastructure projects, and providing pre and post-bid consulting services to clients. Proficient in project management, stakeholder engagement, and strategic planning.

**Balaharikrishnan M**

Previous Employer: Stellantis  
(Formerly Fiat Chrysler Automobiles India Pvt Ltd)

Role: Dimensional Engineer

Industry: Automotive | Mobility

Years of Experience: 4.6 years

Accomplished Automotive Professional with expertise in Product Development and Quality Assurance. Exhibited proficiency in formulating and executing Dimensional Control strategies and in risk management. Successfully spearheaded projects addressing production line challenges through Root Cause Analysis (RCA) and data-driven analytics, resulting in significant cost optimization. Demonstrated expertise in problem-solving, managing stakeholders, and detailed process planning.

**Dharan Chakravarthi I**

Previous Employer: Cognizant Technology Solutions

Role: Senior Associate-Projects

Industry: IT & ITeS

Years of Experience: 7 years

Accomplished IT professional with expertise in tech-driven digital transformation. Proficient in product development, agile project management, and optimizing processes through automation. Adept at client engagement, BCP, leading cross-functional teams and talent development, emphasizing a people-centric environment marked by expertise and empathy.



**Dheeraj Sri Balaji Desai**

Previous Employer: Teradata | Tata Consultancy Services

Role: Product Support Engineer

Industry: IT &amp; ITeS

Years of Experience: 3.8 years

A seasoned professional with 4 years of experience navigating various industries including telecom, banking, finance, and IT, showcasing proficiency in UNIX OS and Cloud solutions. Successfully tackled high-impact business challenges, fostering triumph through cross-cultural synergy with esteemed clientele across multiple geographies.

**Dhruv Poplai**

Previous Employer: Orange Health | Urban Company

Role: Category Head

Industry : Healthcare | E-commerce/Tech

Years of Experience: 6.6 years

Economics Graduate with 6+ years of experience in leading P&L, Product & Strategy roles at tech & e-commerce startups. Adept at driving business & brand strategy, product development, and scaling top line business growth.

**Divya Jyoti Mandal**

Previous Employer: Ernst &amp; Young (EY) | Deloitte

Role: Consultant

Industry: IT &amp; ITeS

Years of Experience: 3.8 Years

Accomplished technology consultant with a proven track record in IT risk advisory in the financial services sector. Expertly advises clients in fortifying and optimizing their organizational IT infrastructure for enhanced security. Recognized for strategic planning, process optimization, risk assessment, and stakeholder management.



**Drishti Sharma**

**Previous Employer:** Saint-Gobain India Private Limited - Glass Business

**Role:** Manager Purchase

**Industry:** Manufacturing

**Years of Experience:** 4.3 years

A seasoned supply chain expert from a leading Fortune 500 manufacturing firm. Demonstrated excellence in global procurement, cost management, and risk mitigation. Proven track record for operational efficiency, fostering team collaboration, adept stakeholder interactions, and robust crisis handling.

**Elvin Jose**

**Previous Employer:** Accenture

**Role:** Application Development Team Lead

**Industry:** IT & ITeS

**Years of Experience:** 7.7 years

Experienced Business Systems Team Lead specialising in technology consulting, ERP implementation & support, and cross-functional project management. Adept in driving business growth and optimising processes through effective leadership and collaboration on a global level.

**Jayati Singh**

**Previous Employer:** TCS | Wipro

**Role:** Senior software developer, Systems Engineer

**Industry:** IT & ITeS

**Years of Experience:** 3.5 years

Accomplished IT product professional, skilled in leading impactful projects. Translated complex tech issues into actionable insights and optimized customer-centric software. Strong collaborator across diverse teams and proven problem-solver, introducing efficient solutions and mentoring teams.



**Kaustubh Rath****Previous Employer:** Hyundai Motor India Limited**Role:** Territory Manager | Network Expansion**Industry:** Automotive | Mobility**Years of Experience:** 5.9 years

Cross-functional expertise spanning sales, marketing, and operations, focusing on EV network, channel, and brand expansion strategies. Proven proficiency in after-sales operations, stakeholder management, cultivating client relationships, pinpointing new revenue opportunities, and driving cost savings for a Fortune 500 multinational automaker.

**Khyati Behl****Previous Employer:** Disney Star & Dr. Oetker**Role:** Assistant Manager, Marketing**Industry:** Media | FMCG**Years of Experience:** 4.7 Years

Product Marketing leader adept in managing cross functional teams to launch high impact products and deliver growth via GTM execution, performance marketing, and funnel optimization through a customer-focused mindset. Skilled in P&L Management and data driven life cycle product management.

**Bharath Kumar Kotagiri****Previous Employer:** Expert Engineers | L&T Construction**Role:** Project Director- Managing Partner**Industry:** Construction | Real Estate**Years of Experience:** 9 years

An Entrepreneur and P&L Driver, specializing in Scaling Businesses, Strategy, Marketing & Project Management across different industries. Adept at cross-border negotiation, multi-Geography Bid Management and stakeholder management. Expert in leading and planning large projects, managing schedules and budgets, and building cross-functional teams.



**Kotaru Satya Kiran****Previous Employer:** Detect Technologies Pvt. Ltd.**Role:** Associate Manager | Product Development**Industry:** IT & ITeS**Years of Experience:** 3.9 years

Experienced product and technology enthusiast adept at driving digital business transformation, with proven skills in project & product management, cross-functional team leadership, and stakeholder management. Leveraging technology to creatively solve business challenges and consistently achieve successful results.

**Manu Narayanan V S****Previous Employer:** Infosys Ltd**Role:** Senior Associate Consultant**Industry:** IT & ITeS**Years of Experience:** 6.5 years

Proficient Agile Product Design and Development Consultant with experience in the retail, e-commerce and fintech sectors. With a track record of strategic project execution and innovation leading to significant growth within the technology services landscape. Also designed and executed business process designs and product strategies,

**Mithilesh Mahapatra****Previous Employer:** ISKCON | Accenture**Role:** Software developer | PR & Operations Executive**Industry:** IT & ITeS | NGO**Years of Experience:** 7.5 years

Life coach with varied experience in program management, offering leadership training, incubation provisions, and competency in strategy road mapping & execution via donor management and client engagement. Seasoned in successful execution of critical projects across countries through Public Relations, cross-functional stakeholder management, and operational solutions to improve profitability. A performance-driven Salesforce admin, proficient in business requirement analysis and process improvements.



**Mitica M Gramle****Previous Employer:** Hewlett Packard Enterprise (HPE)**Role:** Cloud Developer**Industry:** IT & ITeS**Years of Experience:** 3.7 years

Professional Cloud Developer who led an AI project contributing significantly to revenue growth. Adept at leading projects, collaborating with diverse stakeholders, enhancing product excellence, and elevating customer satisfaction. Successfully conceptualized, executed, and managed a baking business by strategically identifying surging demand and deploying a profit-maximizing go-to-market strategy amidst COVID-19.

**Naina Nedungadi****Previous Employer:** Showtime Events Pvt Ltd**Role:** Senior Executive - Client Relations**Industry:** Events & Experiential Marketing**Years of Experience:** 3.2 years

Accomplished events and experiential marketing professional with expertise in account management, client relations, team leadership and stakeholder management. Led successful national and international projects by collaborating with cross-functional teams, achieving significant revenue and increased account growth. Managed end-to-end event execution, built strong client relationships, and provided strategic inputs for key clientele.

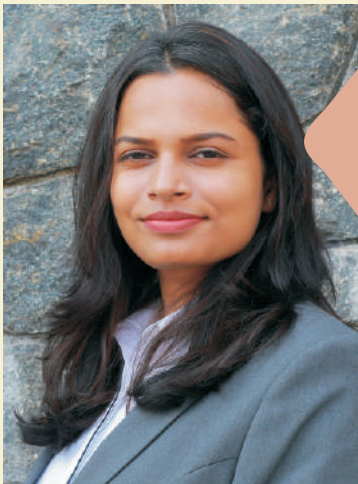
**Sai Tejaswini Nelaturu****Previous Employer:** Ashok Leyland**Role:** Manager (Industrial Engines)**Industry:** Automotive & Mobility**Years of Experience:** 5.5 years

An adept techno-commercial professional experienced in delivering end-to-end projects and managing strategic accounts within B2B space. Successfully led initiatives for business growth and continuous improvement. Proficient in product engineering, stakeholder management, leading cross-functional teams and ensuring customer success.



**Nidhi Tyagi****Previous Employer:** Aara Inc | ShopCJ Networks**Role:** Design Manager**Industry:** Retail & E-Commerce**Years of Experience:** 5 years

Management professional with expertise in project management, production planning, market analysis, and consumer insights across design consulting and the e-commerce retail industry. Hands-on experience in leading cross-cultural teams and stakeholder management while handling clients based out of the US, UK, UAE, Morocco, and India.

**Pallavi Hadavale****Previous Employer:** SAP Labs India Private Limited**Role:** Software Developer**Industry:** IT & ITeS**Years of Experience:** 5.8 years

Accomplished professional adept at steering product development and delivery for global regions, excelling in client-focused solutions, stakeholder management, and data-driven decision-making, with a proven track record in enhancing operational efficiency, leading cross-functional collaborations, and championing quality initiatives.

**Pavan K Aditya****Previous Employer:** Nayara Energy Limited & Shell India Markets Private Limited**Role:** Divisional Manager (DGM), Retail**Industry:** Petroleum Retailing, Oil & Gas, Energy**Years of Experience:** 18.4 years

Seasoned professional with 18 years of experience on Oil gas retail. PMP certified Project manager with a proven track record of successfully handling key projects across matrix organisations. Successfully led teams and helped companies achieve key deliverables across sales, marketing and business development domains.



**Prabhat Suman****Previous Employer:** Tata Steel | Vedanta Limited**Role:** Manager - Operations & Maintenance**Industry:** Metals and Mining | Utility**Years of Experience:** 5.8 years

An accomplished manager specializing in plant and utility operations, maintenance, sustainability, enterprise risk management, and TQM. Led and commissioned two new plants and spearheaded debottlenecking initiatives across diverse plant processes, driving efficiency with adherence to legal and regulatory compliances. Adept at cross-functional leadership, digital transformation, stakeholder management, e-sourcing, and procurement.

**Prabhu Vijay Kumar C****Previous Employer:** Flipkart | GoliSoda**Role:** Lead-Motherhub (MH)**Industry:** E-commerce | Food & Beverages**Years of Experience:** 5.8 years

An astute professional with 5+ years of broad experience in supply chain operations and sales and marketing, meeting revenue and profitability objectives in Edtech, Food and beverages and E-commerce organisations. An Individual who believes in continuous learning and has proven record in leading teams, product development, and product management.

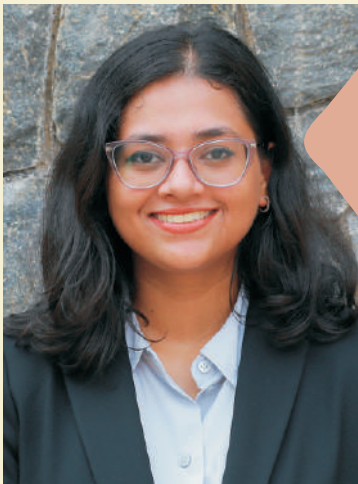
**Pragya Saxena****Previous Employer:** Flipkart | Tata Hitachi**Role:** Department Manager - Return Center Inventory**Industry:** Manufacturing | E-Commerce**Years of Experience:** 3.2 years

Experienced professional in operations and supply chain management with skills in imports procurement, optimizing assembly line production, designing processes, and enhancing efficiency through stakeholder management, lean manufacturing and continuous improvement in construction machinery and e-commerce industries.



**Priya Mandal****Previous Employer:** Tata Motors**Role:** Senior Manager - Plant Operations**Industry:** Automotive**Years of Experience:** 4.8 years

Professional with experience in project planning and execution in the automotive industry. Have successfully delivered brown-field projects, planned operations for International Business and led Industry 4.0 initiatives. Awarded owner's mindset accolade for executing Tata Ace EV project.

**Priyanka Saxena****Previous Employer:** Tata Consultancy Services**Role:** Business Analyst**Industry:** IT & ITeS**Years of Experience:** 4.7 years

Curious to learn, driven to deliver– an empathetic business consultant experienced in leading cross-functional international teams, focussed on devising and delivering tech-enabled process strategies for digital product launches, eCommerce channel enablement, and rapid-response projects to transform digital infrastructures.

**Pushkal Chinta****Previous Employer:** Beatitude food LLP | Amazon**Role:** Co-founder | Manager - Quality (Business Programs & Ops Manager)**Industry:** QSP | E-commerce**Years of Experience:** 7.3 years

Positive, Poised, and Principled Individual with diverse and multifaceted business experience. Proven expertise in building quality excellence systems, Program development, talent growth, and delivering high customer value in World's leading e-commerce marketplace and QSR industry



**Rakhi Nair****Previous Employer:** Bank of Baroda**Role:** Manager (International Trade and Fx)**Industry:** BFSI**Years of experience:** 5.3 years

Banking and Finance Professional with versatile experience in Forex/ Credit/ Operations of SME and Retail Portfolio. Proficient in Risk and Compliance Management, High Risk and Value Transactions Management, Business Development, Team Management, Planning and Strategy Implementation.

**Reshu Kumari****Previous Employer:** Madhepura Electric Locomotive Private Limited- Alstom**Role:** EPU Manager, Production**Industry:** Mobility-Rolling Stock**Years of experience:** 3.8 Years

Operations professional with rich experience of manufacturing in the rolling stock domain for a greenfield project to build India's 1st 12000HP Electric locomotives. An ISO:14001 & 45001 auditor and efficient manager of shopfloor with expertise in collaborating with diverse stakeholders, optimizing processes through change management, continuous improvement and leading Lean Six Sigma Green Belt projects.

**Rewati Bulusu****Previous Employer:** DigiCorp | Globant**Role:** Product Manager, DigiCorp**Industry:** IT & ITeS | FinTech**Years of Experience:** 8 years

Data-driven product professional with 8 years of experience in go-to-market strategy, key account management, business analysis in IT Products. Proficient in managing high-performance teams, and building roadmaps to provide end-to-end solutions exceeding business outcomes across FinTech, Digital Transformation, and HR Tech.



**Rohit S S****Previous Employer:** State Bank of India |

Race Coaching Institute Pvt Ltd

**Role:** Deputy Manager (Advances | HR)**Industry:** BFSI**Years of Experience:** 5.3years

Experienced finance professional with extensive experience in leading teams & developing business growth in the industry. Proven track record of optimizing operations along with skills in nurturing and developing talent in the finance sector.

**Rohvin Dsouza****Previous Employer:** Mitsubishi Power**Role:** Project Engineer**Industry:** Energy & Sustainability**Years of Experience:** 3.9 years

Accomplished Energy Transition professional having multifaceted experience across Stakeholder Management, Project Engineering, Process Optimization, and Supplier Management in the Energy sector. Proficient in Contracts and Project Management, with a proven track record of spearheading cost-reduction initiatives through cross-functional collaboration.

**Rudra Ranjan****Previous Employer:** Bharat Petroleum Corporation Limited**Role:** Business & Network Development Manager**Industry:** Oil & Gas**Years of Experience:** 4.7 years

Experienced in the Public Sector Oil & Gas industry with cross-functional competencies and 360 degree exposure in Sales & Marketing, Network Expansion and Business Development. Formulated strategies for effective project management, customer engagement, supply chain & inventory management while forging sustainable partnerships to leverage digital transformation throughout the network.



**Hari Prasad S**

Previous Employer: FLSmith Private Limited

Role: Structural Engineer

Industry: Infrastructure

Years of Experience: 5.2 years

Dynamic management professional with expertise in structural design and engineering. Worked across diverse domains of the industry on both domestic and international projects. Proficient at crafting innovative design solutions, overseeing projects, fostering stakeholder relationships, and upholding unwavering quality standards.

**Jayaseel Salva**

Previous Employer: Canara Bank

Role: Branch Manager

Industry: BFSI

Years of Experience: 5.7 years

A banker by profession with experience working in the public sector BFSI industry managing end-to-end operations of an entire branch. Proficient in financial statement analysis, retail credit, sales, CRM and business development. Incumbent of leadership positions throughout my professional career collaborated with several stakeholders and managed cross-functional teams to achieve organisational growth.

**Sasmita Rath**

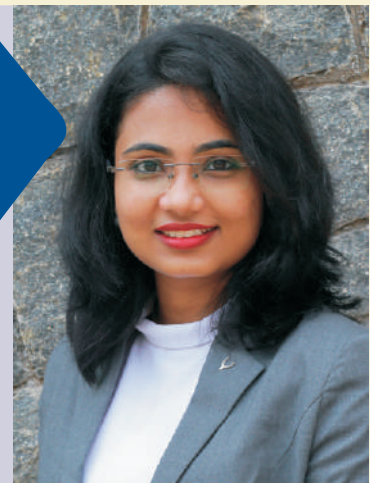
Previous Employer: Hindalco Industries Ltd

Role: Manager - Sales &amp; Marketing

Industry: Mining, Metals | Manufacturing

Years of Experience: 5.8 years

Growth-oriented professional with a versatile experience spanning across Operations, Sales and Marketing. Proven expertise in process optimization, sales strategies, change leadership, product management, and collaboration with clients and internal stakeholders. Led and participated in several technology-driven business transformation projects, leveraging analytical and consulting skills.



**Shaswat****Previous Employer:** Futures First | Trident**Role:** Data Analyst | US Fixed income Derivatives trader**Industry:** BFSI | IT & ITES**Years of Experience:** 4.5 years

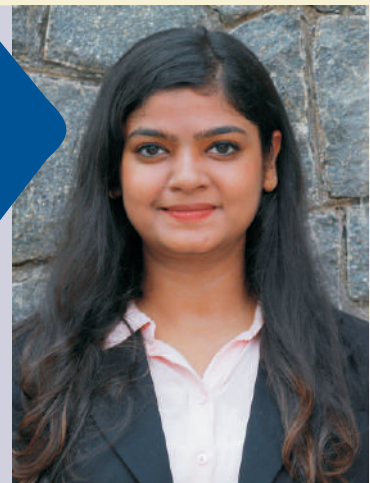
A results-driven professional with experience as a data analyst and front-end derivatives trader at an MNC. Showcased expertise in data analytics, forecasting, and trend spotting, leading to significant revenue boosts for clients, by means of predictive models, impactful visualisations and tailored solutions thereby enhancing customer retention. As a derivatives trader, capitalised on the U.S. fixed income market by deploying cutting-edge algorithms and trading strategies.

**Shivam Naidu****Previous Employer:** Deloitte USI**Role:** Solution Delivery Associate**Industry:** IT & ITes | Cyber Risk**Years of Experience:** 3.7 years

Competent IT Security Consultant with a proven track record of preventing data breaches and improving security operations. An experienced leader with 4 years' experience across the banking, consumer and healthcare sectors. Proficient in Data Analytics, Project Management and Stakeholder Management.

**Shivangi Singh****Previous Employer:** Maruti Suzuki India Ltd**Role:** Deputy Manager - (Supply Chain)**Industry:** Automotive | Mobility**Years of Experience:** 4.7 years

An accomplished professional with expertise in supply chain and operations management. Demonstrated proficiency in strategic sourcing, stakeholder engagement, cost reduction, and innovative product development. A proven track record in spearheading strategy projects, particularly in risk mitigation and crisis management.



**Shobhit Gupta**

Previous Employer: HPCL

Role: Operations Manager

Industry: Oil &amp; Gas | Energy

Years of Experience: 5.3 years

An experienced professional with exceptional analytical and problem-solving skills, known for driving process optimization, stakeholder management, and successful project outcomes in the refinery industry. Demonstrated proven track record of achieving operational excellence and fostering business growth through data-driven decision-making. Adept at crisis management to navigate challenging situations effectively.

**Shreyas Shelar**

Previous Employer: Metacraft Trend Industries Pvt Ltd

Role: Founder, Director (Entrepreneur)

Industry: Manufacturing and Services

Years of Experience: 7.7 years

Analytical and solutions-oriented professional with an entrepreneurial mindset and proven track record of business innovation through design thinking, technological integration, strategy and product management. Expertise in market research, agile project management, and cross-functional team leadership.

**Sugandh Deshmukh**

Previous Employer: Larsen &amp; Toubro Ltd.

Role: Project Planning and Cost Control Manager

Industry: Heavy Infrastructure &amp; Steel Industry

Years of Experience: 10 Years

Accomplished Project Manager with international leadership proficiency, overseeing cross-functional teams for complex infrastructure projects in India and MENA Region. Specialized in Project Operations, Supply Chain Management, and Process Improvement, contributing to business expansion and strategic sourcing for significant projects in the UAE, KSA, and Egypt.



**Sumit Sahu****Previous Employer:** TechnipFMC**Role:** Senior Engineer**Industry:** Oil & Gas**Years of Experience:** 5.7 years

Adept in end-to-end project execution and product development. Led the digital transformation initiatives leveraging automation. Devised product strategies and roadmaps by incorporating lean methodologies. Managed clients and employed data-driven skills to design product requirements.

**S V Dheemanth Reddy****Previous Employer:** Unschool Learning, Mycaptain**Role:** Founding member, Head of Sales**Industry:** Edtech**Years of Experience:** 5 Years

Entrepreneurial-minded professional with 5 years of work experience specializing in sales, product management, and digital marketing. Consistently worked on bootstrapping, building teams, driving revenue growth, and making a significant impact on business success.

**Swadhin Swadesh****Previous Employer:** Mahindra | Maruti Suzuki**Role:** Deputy Manager**Industry:** Automotive**Years of Experience:** 5.5 years

A Business Development consultant with expertise in Customer retention, Business growth strategy, Stakeholder management and Network expansion. Implemented digital transformation and process automation leading to improvement in customer experience.



**Swapnil Kumar Singh**

Previous Employer: GTET Pvt. Ltd. | Aakash Educational Services Ltd.

Role: Assistant Team Lead

Industry: Education | Ed-Tech

Years of Experience: 6.5 years

From shaping young minds in the classroom to driving ed-tech innovations, my expertise spans content creation, user-centric strategies, and collaborative leadership, making me a versatile asset in dynamic environments.

**Tapas Chawla**

Previous Employer: Interactive Avenues Pvt. Ltd.

Role: Senior Manager (Client Servicing)

Industry: Advertising & IT

Years of Experience: 7.5 Years

Performance-driven digital marketing manager with experience in formulating and implementing go-to-market strategies & brand partnerships across key accounts. Skilled in leading cross-functional teams & utilizing analytics tools for driving portfolio growth and customer satisfaction.

**Tushar Khandelwal**

Previous Employer: Maruti Suzuki | Mahindra & Mahindra

Role: Deputy Manager

Industry: Automotive | Manufacturing

Years of Experience: 6.5 years

Experienced Automotive professional with a strong background in new product development. Managed multiple high-capex projects in the engine technology development domain. Leveraged analytical skills to optimize control algorithms in the engine management system. Proficient in data-driven decision-making, operational excellence, and cross-functional collaboration.



**Varun Bhatia****Previous Employer:** Rakuten Group, Inc.**Role:** Lead Engineer (Tech and Digital Strategy)**Industry:** Technology (FinTech Ecosystem)**Years of Experience:** 3.5 years

Tech Lead with international experience, having worked in Japan. Led Tech and Digital strategy. Delivered change management across complex cultural and linguistic lines. Scaled Rakuten's FinTech vertical to 2x growth. Certified PSM-I and PSPO-I professional.

**Vishwajeet****Previous Employer:** SAP Labs India Pvt Ltd |

Huawei Technologies India Pvt Ltd

**Role:** Developer Associate -SAP**Industry:** IT & ITeS**Years of Experience:** 5.3 years

Proficient IT professional with hands-on experience in developing SAP cloud integration solutions, enhancing operational efficiency across diverse industries. Exhibits a knack for structured problem analysis, developing on-point solutions, and efficiently communicating with stakeholders.

**Vrushali Ameya Agrawal****Previous Employer:** BirlaSoft | Larson Toubro Infotech**Role:** Test Specialist in Automation Projects**Industry:** IT & ITeS**Years of Experience:** 6.6 years

An accomplished result-oriented technology professional with 6.5+ years of extensive experience in IT Services. Handled software lifecycle, Quality improvement, resource management, and cross-cultural stakeholder co-ordination for multinational organizations. Worked on Migration, Integration, Development and Maintenance projects leading a team from India.



**Yugal Kishore**

Previous Employer: Tata Motors

Role: Senior Manager (Field Operations)

Industry: Automotive

Years of Experience: 5.5 years

Award-winning enterprising leader and dedicated professional, recognized with a 'Gold Level Certification' in Technical Skills, adept in streamlining operations in the automotive industry encompassing Maintenance, Service Management, Manpower Management, and Fault Analysis through innovative solutions like the 'Go-No-Go' Too.



# Placement Process

PGP-BL placements will be a combination of cluster-based and rolling processes. The cluster-based process is tentatively scheduled from November 2023. The rolling process will begin from 1st December 2023 onwards and continue till the end of March 2024.

## Opportunity Notification

Throughout the year, companies can share details of any opportunities to [pgpbl-placements@iimk.ac.in](mailto:pgpbl-placements@iimk.ac.in)

## Pre-Placement Talk - September 2023 Onwards

We welcome recruiters to connect with students in their pre-placement talks. This avenue provides an excellent opportunity for companies to lay the foundation for their vision, mission, work culture, career opportunities, and growth trajectories available to the students. The company contacts the Placements Committee to schedule a PPT for the eligible students. Three-day slots (Placement Rolling Slots - PRS) would be made available every week during that period, wherein the recruiter/s would be invited to the campus/technology platform to conduct the session.

## Shortlisting - November 2023

In accordance with the requirements of companies, the Placement Committee determines the cohort's interests and sends resumes of interested candidates to them. Shortlists of candidates for interviews are sent to the Placement Committee before interviewing begins. Interview dates and locations are finalized in collaboration with the company. Interview slots are provided based on the recruiter's past relationship with the institute, Brand Name, Roles, and Compensation offered.

## Interview Process - November 2023 onwards

The interview process would typically occur in November 2023 per the structure and date agreed upon between the company and the Placement Committee. The entire process would be carried out seamlessly by committee members. Interviews will be conducted on campus, virtually via any preferred online platform.

The recruitment slots of participating companies are organized using the Placement Rolling Slot process. Recruitment processes of companies in the same slot progress parallelly.



## Offer Notification

After final interviews, the company can extend the offer to the candidate by sharing it with the Placement Committee. The offer with role, compensation, and location details is communicated to the candidate.

No Placements activity happen in the month of October 2023 as the batch would be traveling for international immersion

## Previous Year's Placement Highlights

50 Recruiters



66 Offers made  
4 International Offers

₹  
43.92  
LPA

Highest CTC  
(Domestic)

₹  
29.23  
LPA

Average CTC

₹  
25  
LPA

Median CTC

₹  
28  
LPA

Average CTC of  
Women Participants

58 participating  
Students

43.80 LPA  
Top 5 percentile

42.90 LPA  
Top 10 percentile

36.32 LPA  
Top 25 percentile

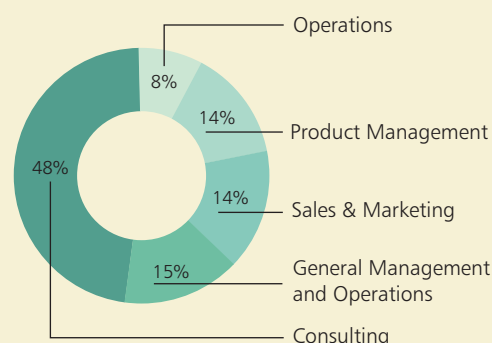
### Key Highlights

- Big-4 consulting firms offered roles to 16% of batch.
- We saw a 200% increase in BFSI firm's participation in placements
- 57% of the companies were new participants in the recruitment process
- 90% percentage of the batch received an offer of more than INR 22 LPA
- Data and AI consulting firms offered roles to 24% of the students from the batch.

### Key Roles Offered

- Senior Management Consultant
- Senior Manager
- Product Manager
- Product Owner
- Enterprise Strategy Consultant
- Associate Engagement Manager
- Senior Business Analyst
- Consultant
- Associate Client Solutions Partner

### Sector-wise Placement



### Participating companies





Shivam Naidu  
+91 7000257487



Kaustubh Rath  
+91 8280222664



Apoorva Chaturvedi  
+91 9867180931



Anushka Singh  
+91 9149023609



Ashutosh Kumar Ranjan  
+91 8800803746



Bharath Kumar Kotagiri  
+91 7042500556

## Corporate Relations Team



Prof. Prantika Ray  
Chairperson - Placements  
Mob: +91 7567255441



Mr Ashraf Adiraja  
Manager - Placements (PGP-BL)  
Mob: +91 989509890

## Placements Contact



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Mob: +91 9446507271



Mr Alex T A  
Mob: +91 7356280658



Ms Manisha Midhun  
Mob: +91 8137088737

## Placement Office



Indian Institute of Management Kozhikode  
IIMK Campus PO, Kozhikode 673570, Kerala, India  
Email id: pgpbl-placements@iimk.ac.in